Sanyam Chouksey
Mechanical Engineering
Indian Institute of Technology Bombay

B.Tech.
C: 9082795538
Email: sanyam.chouksey18@gmail.com

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2019	6.31
Intermediate/+2	CBSE	IPS, Hoshangabad	2014	96/100
Marticulation	CBSE	K.V. No.2 Itarsi	2012	10

PROFESSIONAL EXPERIENCE

ZOMATO MEDIA PVT. LTD. | ASSISTANT MANAGER, OPERATIONS

Key Responsibilities	▪ Team Lead – Leading a team of 15 members (Logistics Exec./Tele-callers/Associates/Field Leads) across operations and functions for online ordering; catering 1% of the country's riders ▪ Leading online ordering business and responsible for P&L of operations in the cluster ▪ Responsible for formulating targets, city priorities, incentive plans, driving recruitment & training in the cluster ▪ Sustaining and growing revenue by maintaining rate cards, controlling churn & maintaining utility of partners
Achievements	▪ Stabilized operations in the cluster by reducing the shutdown from **35% to 7%** by changing riders payout parameter to increase login hours & utility, precise hiring target & calling, keeping cost per order unchanged ▪ Took city from a weekly shutdown of **35% to 7%** by precise hiring targets and targeted calling roaster ▪ Reduced the Cost per order by **15%** which reduces the logistics cost by **2M per month**, without any strike ▪ Sorted strike in a neighboring city in a matter of two days with 90% fleet back on ground next day
General work	▪ Handled appraisals of 10 off role employees ▪ Driving the city towards an auto-pilot mode wherein no manager is needed to run the city ▪ Started Monthly tasks sheet, calling roaster, prime performance enhancement project, and a monthly review

M76 ANALYTICS | DATA ANALYST   [May'18-Jul'18]

A growing start-up with an AI product ready; worked on 7 business optimisation algorithms ready to fit in the AI product

Simplex, Duality & Post-Optimal Analysis(POA)	▪ Developed simplex method in **python** for solving LP problems with any number of variables and constraints ▪ Developed framework for duality & POA to **incorporate changes** in parameters of LP & obtain new solutions ▪ All algorithms are part of the AI tool to be used by **C-level** executives to simulate future business prospects
Parametric Linear Programming	▪ Extended POA to investigate effect of predetermined continuous variations in objective function coefficient ▪ Directly applicable to a client associated with **crude oil**; **python libraries** used: pandas, numpy, sympy
Dynamic Programming	▪ Applied dynamic programming in python to predict the **work force size**, **equipment replacement policy**, **knapsack model** and **investment model** which can be used in any industry, with variable mapping

Highlight : *Received a **letter of recommendation** from the founder for an exceptional performance during the course of the internship*

LEADERSHIP AND ORGANISATIONAL SKILLS

GENERAL SECRETARY | HOSTEL 7, IIT BOMBAY   [Aug'18-Present]

*Elected representative of 200+ residents; leading a 3 tier team of 10 members; managing an annual budget of **INR 12L***

Initiatives	▪ Countered **75%** reduction in the workforce by restructuring the hostel council; first of its kind in the institute ▪ Achieved **30%** increase in canteen sales by introducing the concept of 'Dish of the Day' in the hostel canteen ▪ Implemented the first ever **digital mess** in institute to fully digitize the billing process & ensure transparency
General	▪ HGSC nominee(3/16 GSecs); nominated by institute council to assist decision making; impacting **8000 students** ▪ Reduced the complaint count in the hostel mess & maintenance by **60%** by incorporating **11+** strategic changes

Highlights: *Awarded **Institute Organisational COLOR** (1/16) for exceptional work as General Secretary*

MESS COUNCILLOR | HOSTEL 7, IIT BOMBAY   [Mar'17-Mar'18]

*Elected representative of **350+** residents; Spearheaded a team of 2 secretaries; Managed an annual budget of **INR 2L***

▪ Prepared a report by studying the food inflation rate for mess price revision meet; achieved a **66%** reduction in yearly increase
▪ **Renovated** the hostel canteen with **50% less** budget; expedited the repair of the canteen shed with an extended budget of **INR 2.5L**

Highlights: *Awarded **Institute Organisational Commendation** (2/30) & **Hostel COLOR** (3/32) for exceptional work as Mess Councillor*

EXTRACURRICULARS & TECHNICAL SKILLS

Sports & Adventure	▪ Awarded Hostel **Sports Special Mention** for exemplary contribution to sports activities for the hostel ['17] ▪ Completed the 15 days **Mountaineering Adventure Course** organised by JIM&WS **Government of J&K** ['17] ▪ First team player of **2nd place winning** team at the Inter-Hostel **Hockey** Sports General Championship ['17] ▪ Undertook a formal training in **Volleyball** under the aegis of National Sports Organisation, IIT Bombay ['15-'16]
Cultural	▪ Part of short film 'Fitrat' & 'Khilona'; both secured 1st position in inter hostel general championship ['17,'18] ▪ Acted in "Nazariya" & "Khaled" at the **Performing Arts Festival**; placed 2nd and 3rd in respective years ['17,'18] ▪ Performed in the **theatre play** "Sonu" for **800** audience members as a part of annual cultural orientation ['16]
Relevant Courses	Operations Analysis, IE & OR, Data Analysis & Interpretation, Marketing Management, Optimisation Models
Programming	Python	**Software :** Excel, SolidWorks, Adobe Premiere Pro